

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
RUSSELL CONOVER	BRANDEN LEGER	ALEJANDRO MEDRANO
WALLY ELOZTAZ	JOHN CORNEJO	ALEX FLORES
	CHRIS LUKE	ANDREW TICE
WILLIS PRIETO	JOB BUNDITWONG	BATOUL KOOLI
	JORDAN RUTLAND	BELINDA FERNANDEZ
	MIGUEL VEGA	BRAD ROWLAND
	MIKE SCHWARTZ	BRANTON FUGITT
	PEDRO VASQUEZ	CESLIE BOTELLO
	RAYAN HORAK	CHRIS FLORES
	SHELBY BLESING	CODA LANDERS
	STEVEN WEBB	CODY HAGER
	ROBERT RODRIGUEZ	DANIEL TA
		DAVID DELGADO
		DAVID WALENDER
		ELIJAH JACKSON
		ELIJAH SAMAHA
		FIDENCIO RAMOS
		HUNTER HOLIEDY
		DAVID WALENDER
		JAMES GUIGNARD
		JAVIER VEGA
		JESSIE VILLA
		JOE JACKSON
		JOSH ROBERTS
		JULIAN RODRIGUEZ
		JULIO BERNAL
		OSCAR CASTILLO
		KAYLEIGH HOLIEDY
		KONSTANTIN ALLEN
		LOGAN GEISINGER
		MARIO VENTURA
		MATT MANCUSO
		RANDY KIRCHEM
		MIKE GARCIA
		MIKE OCHOA
		MO MEJBEL
		NOAH JUHL
		NOLAN AYCOCK
		OLEH SOTNIKOV
		REECE FLOYD
		RICKY GALVEZ
		RINAT MERYAKUBOV
		ROBERT BALLARD
		ROC CUNYUS

		ROGER MEHR
		SERGIO MERCADO
		SPENCER CASTERLINE
		STERLING MONTANA
		STEVE CROLL
		THOMAS MURPHY
		JON RUSHFORD
		VICTOR MONTOYA

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	27121B	2013	Hyundai	SONATA	52	Trade on Used	No	\$ 11,292	\$ 10,999	88%	\$1,044	\$1,003
2	26293A	2018	Chevrolet	SILVERADO	113	Trade on New	NO	\$ 39,888	\$ 39,888	89%	\$7,349	\$7,339
3	R21138	2021	TOYOTA	COROLLA	31	Loaner	YES	\$ 24,991	\$ 24,091	100%	\$862	\$5,194
4	28380A	2020	TOYOTA	4RUNNER	4	Trade on New	YES	\$ 43,990	\$ 43,990	99%	\$3,250	\$5,272
5	825674D	2021	TOYOTA	4RUNNER	21	Trade on Used	YES	\$ 51,633	\$ 51,300	95%	\$7,390	\$4,116
6	27610A	2019	TOYOTA	TACOMA	55	Trade on New	YES	\$ 31,433	\$ 31,433	92%	\$1,711	\$4,846
7	27811A	2019	TOYOTA	TUNDRA	29	Trade on New	No	\$ 46,888	\$ 46,888	99%	\$6,220	\$5,357
8	28267A	2021	TOYOTA	4RUNNER	11	Trade on New	YES	\$ 52,488	\$ 52,488	98%	\$6,499	\$8,707
9	28791B	2019	TOYOTA	CAMRY	16	Trade on Used	YES	\$ 2,688	\$ 26,888	97%	\$2,670	\$4,478
10	29987A	2021	MAZDA	CX-5	22	Trade on New	NO	\$ 34,888	\$ 34,600	95%	\$1,094	\$4,667
11	HP0220	2016	LEXUS	GS350	47	Street/Curb Buy	NO	\$ 29,888	\$ 29,888	96%	(\$399)	\$1,380
12	KA0467	2018	TOYOTA	RAV4	56	Auction/Wholesale	YES	\$ 29,944	\$ 29,799	102%	(\$2,416)	\$8,066
13	KA0495	2021	TOYOTA	CAMRY	50	Auction/Wholesale	YES	\$ 41,944	\$ 39,000	102%	(\$2,588)	\$7,884
14	HA0334	2020	TOYOTA	COROLLA	31	Auction/Wholesale	YES	\$ 24,490	\$ 24,490	97%	(\$2,568)	\$2,243
15	27975A	2017	TOYOTA	TACOMA	32	Street/Curb Buy	YES	\$ 35,833	\$ 35,588	96%	\$4,932	\$5,935
16	KA0441	2020	TOYOTA	RAV4	22	Auction/Wholesale	YES	\$ 38,333	\$ 37,500	107%	(\$2,393)	\$7,728
17	26348A	2020	Chevrolet	SILVERADO	109	Trade on New	No	\$ 49,888	\$ 49,888	92%	\$4,733	\$0
18	H2151	2021	TOYOTA	COROLLA	24	ntal Fleet (Enterprise, et	YES	\$ 20,988	\$ 20,988	93%	(\$207)	\$3,473
19	80077A	2018	TOYOTA	4RUNNER	9	Trade on New	YES	\$ 30,988	\$ 39,988	101%	\$2,574	\$518
20	KP0148A	2020	TOYOTA	COROLLA	25	Trade on Used	YES	\$ 25,333	\$ 25,333	96%	\$4,764	\$3,885
21	27980A	2015	HONDA	ACCORD	38	Trade on New	No	\$ 18,933	\$ 18,933	100%	\$2,453	\$1,322
22	HP0205A	2019	TOYOTA	RAV4	9	Trade on Used	YES	\$ 29,990	\$ 29,990	94%	\$4,564	\$6,914
23	28365A	2016	TOYOTA	PRIUS	3	Trade on New	No	\$ 17,990	\$ 17,990	101%	\$4,543	\$2,091
24	H2139	2021	TOYOTA	COROLLA	29	ntal Fleet (Enterprise, et	YES	\$ 19,990	\$ 19,451	90%	(\$1,902)	\$422
25	26928B	2014	HONDA	CR-V	15	Trade on Used	No	\$ 15,733	\$ 15,733	90%	\$3,637	\$0
26	28472A	2013	TOYOTA	COROLLA	6	Trade on New	NO	\$ 14,990	\$ 14,285	116%	\$4,065	\$0
27	HP0199A	2014	KIA	SOUL	26	Trade on Used	NO	\$ 10,333	\$ 9,433	101%	\$2,707	\$981
28	KP0164	2021	TOYOTA	SUPRA	47	Street/Curb Buy	YES	\$ 48,488	\$ 48,488	95%	\$4,039	\$6,910

29	80081O	2016	LEXUS	IS250	9	Trade on Used	NO	\$	24,990	\$	24,990	98%	\$2,059	\$3,212
30	KA0453	2019	TOYOTA	RAV4	19	Auction/Wholesale	YES	\$	32,990	\$	32,990	112%	\$1,042	\$3,399
31	HP0171B	2016	NISSAN	ROGUE	15	Trade on Used	NO	\$	16,677	\$	16,477	103%	\$4,011	\$0
32	HP0205B	2017	INFINITI	Q50	18	Trade on Used	NO	\$	24,433	\$	23,433	98%	\$3,493	\$0
33	H2142	2021	TOYOTA	CAMRY	46	Rental Fleet (Enterprise, et	YES	\$	26,333	\$	26,333	94%	\$3,608	\$7,007
34	28399A	2018	MAZDA	CX-5	22	Trade on New	NO	\$	29,733	\$	29,255	103%	\$3,194	\$0
35	HA0271	2018	TOYOTA	RAV4	14	Auction/Wholesale	YES	\$	33,990	\$	33,990	111%	(\$1,852)	\$2,743
36	28510A	2019	TOYOTA	CAMRY	12	Trade on New	YES	\$	25,890	\$	25,890	104%	\$3,722	\$4,279
37	27663B	2018	VOLVO	S60	24	Trade on Used	NO	\$	27,888	\$	27,600	102%	\$5,174	\$882
38	HA0274	2019	TOYOTA	RAV4	14	Auction/Wholesale	YES	\$	34,990	\$	34,990	112%	(\$1,984)	\$1,910
39	KA0458	2019	TOYOTA	C-HR	11	Auction/Wholesale	Yes	\$	25,990	\$	25,600	107%	(\$623)	\$3,000
40	27585B	2015	CHEVROLET	CAMARO	40	Trade on Used	NO	\$	20,555	\$	20,555	103%	\$6,323	\$4,152
41	28628A	2020	JEEP	WRANGLER	5	Trade on New	NO	\$	39,990	\$	39,360	102%	\$5,630	\$0
42	H2193	2021	TOYOTA	COROLLA	28	Rental Fleet (Enterprise, et	YES	\$	23,869	\$	23,200	104%	\$1,434	\$0
43	H2134	2021	TOYOTA	COROLLA	52	Rental Fleet (Enterprise, et	YES	\$	21,641	\$	21,641	98%	\$2,186	\$5,942
44	R25516	2020	TOYOTA	AVALON	18	Loaner	YES	\$	41,333	\$	40,500	99%	\$2,262	\$1,610
45	KA0466	2020	TOYOTA	RAV4	11	Auction/Wholesale	YES	\$	47,496	\$	46,499	108%	\$8	\$2,285
46	28034A	2019	TOYOTA	AVALON	48	Trade on New	YES	\$	35,978	\$	35,978	101%	\$3,931	\$5,387
47	928417A	2018	TOYOTA	TACOMA	10	Trade on New	YES	\$	35,490	\$	35,490	102%	\$4,271	\$1,849
48	KA0472	2019	TOYOTA	RAV4	9	Auction/Wholesale	YES	\$	36,490	\$	35,500	113%	(\$1,202)	\$1,154
49	28193D	2014	TOYOTA	RAV4	11	Trade on Used	NO	\$	19,900	\$	18,500	104%	\$3,174	\$0
50	KA0431	2019	TOYOTA	RAV4	24	Auction/Wholesale	YES	\$	30,999	\$	30,200	101%	(\$1,269)	\$0
51	HP0196	2021	TOYOTA	SUPRA	35	Street/Curb Buy	YES	\$	57,990	\$	57,990	100%	\$4,052	\$2,100
52	80100A	2020	Toyota	TUNDRA	2	Trade on New	YES	\$	54,990	\$	54,497	101%	\$2,078	\$5,694
53	28242B	2014	TOYOTA	RAV4	14	Trade on Used	YES	\$	17,933	\$	17,933	105%	\$4,726	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	190
Avg. Days to Sale	28.4
Avg. Advertised Price (Time of Sale)	\$ 33,939
Avg. Transaction Price	\$ 33,877
Avg. Market Price at 100%	\$ 33,738
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 62
Avg. Front-End Gross	\$ 2,248
Avg. Finance Gross	\$ 2,496
PUVR	\$ 4,732
Total Gross (Units & PUVR)	\$ 899,041
GROI	177%
% with Trade	43%
Avg. Over/Under Allowance	\$1,096



Scoreboard

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Desk Manager	Totals	RUSSELL CONOVER	DAVID GONZALEZ
% Retailed of Non-New Franchise	29%	33%	24%
Total # Retail Units	190	86	66
Avg. Days to Sale	28.4	30.9	28.5
Avg. Advertised Price (Time of Sale)	\$ 33,939	\$ 35,035	\$ 33,759
Avg. Transaction Price	\$ 33,877	\$ 34,638	\$ 34,126
Avg. Market Price at 100%	\$ 33,738	\$ 35,053	\$ 33,615
Avg. Price to Market % (Time of Sale)	101%	100%	100%
Avg. Transaction to Market	100%	99%	102%
Avg. Transactional Discount	\$ 62	\$ 397	\$ (367)
Avg. Front-End Gross	\$ 2,248	\$ 1,921	\$ 2,421
Avg. Finance Gross	\$ 2,496	\$ 2,344	\$ 2,877
PUVR	\$ 4,732	\$ 4,242	\$ 5,298
Total Gross (Units & PUVR)	\$ 899,041	\$ 364,833	\$ 349,656
GROI	177%	143%	196%
% with Trade	43%	37%	44%
Avg. Over/Under Allowance	1,096	845	1,357



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WILLIS PRIETO			
32%	#DIV/0!	#DIV/0!	#DIV/0!
38	0	0	0
22.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,770	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,722	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,312	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 48	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,679	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,177	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,857	#DIV/0!	#DIV/0!	#DIV/0!
\$ 184,551	#DIV/0!	#DIV/0!	#DIV/0!
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55%	#DIV/0!	#DIV/0!	#DIV/0!
1,105	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	BRAD ROWLAND	ALEX FLORES
% Retailed of Non-New Franchise	29%	25%	40%
Total # Retail Units	190	4	5
Avg. Days to Sale	28.4	29.5	29.6
Avg. Advertised Price (Time of Sale)	\$ 33,939	\$ 31,238	\$ 34,069
Avg. Transaction Price	\$ 33,877	\$ 30,989	\$ 34,012
Avg. Market Price at 100%	\$ 33,738	\$ 30,847	\$ 34,773
Avg. Price to Market % (Time of Sale)	101%	101%	98%
Avg. Transaction to Market	100%	100%	98%
Avg. Transactional Discount	\$ 62	\$ 249	\$ 58
Avg. Front-End Gross	\$ 2,248	\$ 900	\$ 1,060
Avg. Finance Gross	\$ 2,496	\$ 1,242	\$ 4,136
PUVR	\$ 4,732	\$ 2,142	\$ 5,196
Total Gross (Units & PUVR)	\$ 899,041	\$ 8,567	\$ 25,981
GROI	177%	84%	186%
% with Trade	43%	75%	20%
Avg. Over/Under Allowance	1,096	1,200	1,500



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ANDREW TICE	BELINDA FERNANDEZ	CESLIE BOTELLO	CHRIS FLORES
57%	33%	0%	20%
7	3	4	5
33.9	57.0	38.5	25.2
\$ 30,210	\$ 33,456	\$ 32,240	\$ 32,718
\$ 29,729	\$ 33,126	\$ 32,088	\$ 32,656
\$ 31,065	\$ 35,385	\$ 31,594	\$ 32,316
97%	95%	102%	101%
96%	94%	102%	101%
\$ 481	\$ 330	\$ 152	\$ 62
\$ 971	\$ 2,368	\$ 7	\$ 1,571
\$ 3,300	\$ 2,826	\$ 3,986	\$ 4,017
\$ 4,271	\$ 5,194	\$ 3,992	\$ 5,589
\$ 29,898	\$ 15,582	\$ 15,970	\$ 27,943
153%	99%	116%	244%
14%	0%	50%	60%
903	#DIV/0!	1,150	600

CODA LANDERS	CODY HAGER	ELIJAH JACKSON	ELIJAH SAMAHA
0%	33%	40%	43%
6	3	5	7
27.8	20.3	18.0	22.4
\$ 37,641	\$ 35,886	\$ 27,168	\$ 34,767
\$ 37,593	\$ 35,827	\$ 26,930	\$ 34,420
\$ 37,421	\$ 34,629	\$ 26,326	\$ 35,385
101%	104%	103%	98%
100%	103%	102%	97%
\$ 48	\$ 59	\$ 238	\$ 347
\$ 102	\$ 2,867	\$ 2,235	\$ 3,780
\$ 4,043	\$ 1,698	\$ 1,821	\$ 1,655
\$ 4,145	\$ 4,565	\$ 4,056	\$ 5,435
\$ 24,870	\$ 13,695	\$ 20,279	\$ 38,045
143%	226%	301%	253%
33%	100%	60%	57%
1,325	1,667	533	450

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JORDAN RUTLA	BRANDEN LEGE
% Retailed of Non-New Franchise	29%	25%	28%
Total # Retail Units	190	12	18
Avg. Days to Sale	28.4	29.2	27.9
Avg. Advertised Price (Time of Sale)	\$ 33,939	\$ 34,121	\$ 31,470
Avg. Transaction Price	\$ 33,877	\$ 34,017	\$ 31,252
Avg. Market Price at 100%	\$ 33,738	\$ 33,916	\$ 31,646
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	100%	100%	99%
Avg. Transactional Discount	\$ 62	\$ 104	\$ 217
Avg. Front-End Gross	\$ 2,248	\$ 3,199	\$ 2,109
Avg. Finance Gross	\$ 2,496	\$ 3,130	\$ 3,254
PUVR	\$ 4,732	\$ 6,329	\$ 5,363
Total Gross (Units & PUVR)	\$ 899,041	\$ 75,944	\$ 96,525
GROI	177%	230%	221%
% with Trade	43%	0%	0%
Avg. Over/Under Allowance	1,096	1,710	725



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BRANT WIMPEE	CHRIS LUKE	MIGUEL VEGA	MIKE SCHWART
33%	36%	33%	0%
18	22	18	1
24.5	32.7	26.5	27.0
\$ 32,878	\$ 32,067	\$ 36,371	\$ 38,990
\$ 32,571	\$ 33,813	\$ 36,143	\$ 38,990
\$ 32,427	\$ 32,169	\$ 36,343	\$ 38,604
101%	100%	100%	101%
100%	105%	99%	101%
\$ 307	\$ (1,746)	\$ 228	\$ -
\$ 1,751	\$ 1,959	\$ 3,151	\$ (1,609)
\$ 2,495	\$ 2,136	\$ 1,384	\$ 2,927
\$ 4,246	\$ 4,095	\$ 4,535	\$ 1,318
\$ 76,428	\$ 90,089	\$ 81,625	\$ 1,318
192%	133%	170%	45%
0%	0%	0%	0%
1,317	1,667	333	1,000

PEDRO VASQUEZ	JOB BUNDITWOS	SHELBY BLESIN	STEVEN WEBB
25%	36%	36%	29%
12	28	14	17
31.8	32.8	25.3	27.2
\$ 30,428	\$ 34,245	\$ 36,059	\$ 38,256
\$ 30,246	\$ 33,955	\$ 35,727	\$ 37,745
\$ 30,377	\$ 34,158	\$ 35,951	\$ 37,816
100%	100%	100%	101%
100%	99%	99%	100%
\$ 182	\$ 291	\$ 332	\$ 511
\$ 2,574	\$ 2,163	\$ 1,966	\$ 2,183
\$ 3,282	\$ 2,952	\$ 883	\$ 3,728
\$ 5,856	\$ 5,037	\$ 2,850	\$ 5,911
\$ 70,275	\$ 141,040	\$ 39,893	\$ 100,481
219%	163%	114%	207%
0%	0%	0%	0%
942	905	1,380	1,190

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	190	113	77
Avg. Days to Sale	28.4	28.5	28.3
Avg. Advertised Price (Time of Sale)	\$ 33,939	\$ 34,746	\$ 32,288
Avg. Transaction Price	\$ 33,877	\$ 34,959	\$ 32,288
Avg. Market Price at 100%	\$ 33,738	\$ 34,499	\$ 32,787
Avg. Price to Market % (Time of Sale)	101%	101%	98%
Avg. Transaction to Market	100%	101%	98%
Avg. Transactional Discount	\$ 62	\$ (213)	\$ 466
Avg. Front-End Gross	\$ 2,248	\$ 1,693	\$ 3,073
Avg. Finance Gross	\$ 2,496	\$ 2,872	\$ 1,943
PUVR	\$ 4,732	\$ 4,565	\$ 4,976
Total Gross (Units & PUVR)	\$ 899,041	\$ 515,867	\$ 383,173
GROI	177%	165%	196%
% with Trade	43%	193%	95%
Avg. Over/Under Allowance	1,096	1,114	1,061



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	190	130	56
Avg. Days to Sale	28.4	27.6	30.9
Avg. Advertised Price (Time of Sale)	\$ 33,939	\$ 33,905	\$ 33,905
Avg. Transaction Price	\$ 33,877	\$ 34,009	\$ 33,905
Avg. Market Price at 100%	\$ 33,738	\$ 33,636	\$ 34,538
Avg. Price to Market % (Time of Sale)	101%	101%	98%
Avg. Transaction to Market	100%	101%	98%
Avg. Transactional Discount	\$ 62	\$ (104)	\$ 453
Avg. Front-End Gross	\$ 2,248	\$ 2,026	\$ 2,866
Avg. Finance Gross	\$ 2,496	\$ 2,771	\$ 1,842
PUVR	\$ 4,732	\$ 4,796	\$ 4,657
Total Gross (Units & PUVR)	\$ 899,041	\$ 623,527	\$ 260,776
GROI	177%	184%	160%
% with Trade	43%	42%	48%
Avg. Over/Under Allowance	1,096	1,195	1,045



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	190	67	43
% of Retail Units	100%	35%	23%
% Retailed of Non-New Franchise	29%	36%	47%
Avg. Days to Sale	28.4	28.3	23.2
Avg. Transaction Price	\$ 33,877	\$ 32,875	\$ 28,912
Avg. Transaction to Market %	100%	99%	139%
Avg. Transactional Discount	\$ 62	\$ 307	\$ (839)
Avg. Front End Gross	\$ 2,248	\$ 3,438	\$ 3,565
Avg. Finance Gross	\$ 2,496	\$ 2,161	\$ 2,199
PUVR	\$ 4,732	\$ 5,547	\$ 5,764
Total Gross (Units & PUVR)	\$ 899,041	\$ 371,639	\$ 247,845
GROI	177%	214%	310%
% with Trade	43%	31%	49%
Avg. Over/Under Allowance	1,096	973	1,079



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
19	48	5	1
10%	25%	3%	1%
26%	15%	0%	0%
27.4	33.2	25.2	1.0
\$ 40,363	\$ 37,845	\$ 38,356	\$ 25,004
100%	101%	99%	100%
\$ 252	\$ 399	\$ 431	\$ -
\$ 2,995	\$ (662)	\$ 3,125	\$ 250
\$ 3,224	\$ 2,588	\$ 3,305	\$ 4,449
\$ 6,219	\$ 1,927	\$ 6,430	\$ 4,699
\$ 118,162	\$ 92,473	\$ 32,151	\$ 4,699
202%	55%	239%	6765%
58%	46%	60%	0%
1,077	1,405	667	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	7	0
0%	4%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	37.0	#DIV/0!
#DIV/0!	\$ 27,213	#DIV/0!
#DIV/0!	95%	#DIV/0!
#DIV/0!	\$ 173	#DIV/0!
#DIV/0!	\$ 523	#DIV/0!
#DIV/0!	\$ 4,058	#DIV/0!
#DIV/0!	\$ 4,581	#DIV/0!
#DIV/0!	\$ 32,070	#DIV/0!
#DIV/0!	164%	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	190	119	32
% of Retail Units	100%	63%	17%
% Retailed of Non-New Franchise	29%	29%	25%
Avg. Days to Sale	28.4	15.3	36.8
Avg. Transaction Price	\$ 33,877	\$ 33,766	\$ 33,956
Avg. Transaction to Market %	100%	116%	99%
Avg. Transactional Discount	\$ 62	\$ (49)	\$ 228
Avg. Front End Gross	\$ 2,248	\$ 2,815	\$ 1,470
Avg. Finance Gross	\$ 2,496	\$ 2,408	\$ 2,293
PUVR	\$ 4,732	\$ 5,223	\$ 3,763
Total Gross (Units & PUVR)	\$ 899,041	\$ 621,542	\$ 120,411
GROI	177%	363%	108%
% with Trade	43%	45%	56%
Avg. Over/Under Allowance	1,096	958	1,411



46-60 days	61-90 days	90+ days
25	9	5
13%	5%	3%
32%	22%	60%
50.9	68.8	100.0
\$ 32,272	\$ 39,028	\$ 34,765
97%	96%	91%
\$ 345	\$ 160	\$ 63
\$ 1,184	\$ 582	\$ 1,887
\$ 3,471	\$ 1,684	\$ 2,470
\$ 4,655	\$ 2,266	\$ 4,357
\$ 116,376	\$ 20,395	\$ 21,787
102%	30%	45%
28%	44%	0%
1,656	388	#DIV/0!